# **EXHIBIT 16**

#### Project Manager MBA - Earn your Project Management MBA Degree Online at Norwich U. Free Brochure

### Scott Moskowitz

Entrepreneur with moxie

Miami/Fort Lauderdale Area | Computer Software

Current Blue Spike, Inc., Wistaria Trading, Inc.
Previous Sony Corporation, Tokyo, Japan
Education University of Pennsylvania

Send InMail

354 connections

www.linkedin.com/in/smoskowitz

Contact Info

#### BACKGROUND

#### SUMMARY

A hi-tech Executive fluent in Japanese and experienced in new business creation, sales/marketing, strategic planning, start-ups, import/export and people management and development. Operationally skilled, creative, technically savvy, team oriented senior manager who delivers form and substance (and maybe a few run-on sentences).

Specialties:An open mind.

Intellectual property (particularly, patents & copyrights), new business development & execution, mechanics of standards-setting bodies & licensing efforts, Japanese market & distribution channel strategy, identity & recognition management, hard equity & mortgage lending practice.

#### **EXPERIENCE**

#### Founder & CEO

Blue Spike, Inc.

November 1997 - Present (15 years 5 months)

The idea for Blue Spike came about while still an undergraduate following his experience at Sony Corporation in Japan. Mr. Moskowitz sought to better define a means for protecting digital media content such as music, video and images. He coined the term "digital watermark" as a means for securely creating "responsibility for digital copies," which led to the writing, filing and receipt of over 70 U.S. and International patents, with several dozen pending. Successfully produced a DoD/SBA "SBIR" submission based on software deployments and public sector communications. Mr. Moskowitz has been active in promoting intellectiual property protection and has been an invited speaker at "RSA", "ANSI", "CFP", "ACSAC", "DDMI", Museum of Modern Art ("MOMA"), U.S. Library of Congress, and other forums worldwide. Mr. Moskowitz penned the Introduction to the groundbreaking resource on digital rights management ("DRMI"): Multimedia Security Technologies for Digital Rights Management.

▼ 5 recommendations, including:



Cyrus Shaoul

Post-Doctoral Fellow at Universität Tübi...



**ERIC ALEXANDRAKIS** 

Composer/Musician at Minoan Music [m...

View

3 more recommendations

### Founder & CEO

Wistaria Trading, Inc.

September 1991 - Present (21 years 7 months)

Sales & marketing consultancy and agent for US and European exports to Japan. Exemplary projects: developer of the "hearts on fire" diamond brand (yes, that "hearts on fire" campaign); agent for US



#### PEOPLE ALSO VIEWED



Randall Garteiser Partner at Garteiser Honea, P.C.



Brett Fasullo
Vice President of Sales at Falcon
IP/Complete



Michael Gruber

Company Builder, Investor, and Board Member



Jared Goldstein

Student at University of Miami



Marc Cooperman, CFA
Managing Partner, Wildwood Holdings,



Paul Sandelin

Pres, at P&L Marine Service Inc. Arneson Specialist



**Durin Gleaves** 

Product Owner - Professional Audio Tools at Adobe Systems, Inc



Norman Hardy

Computer & Network Security Consultant and Contractor



Michalene Casey

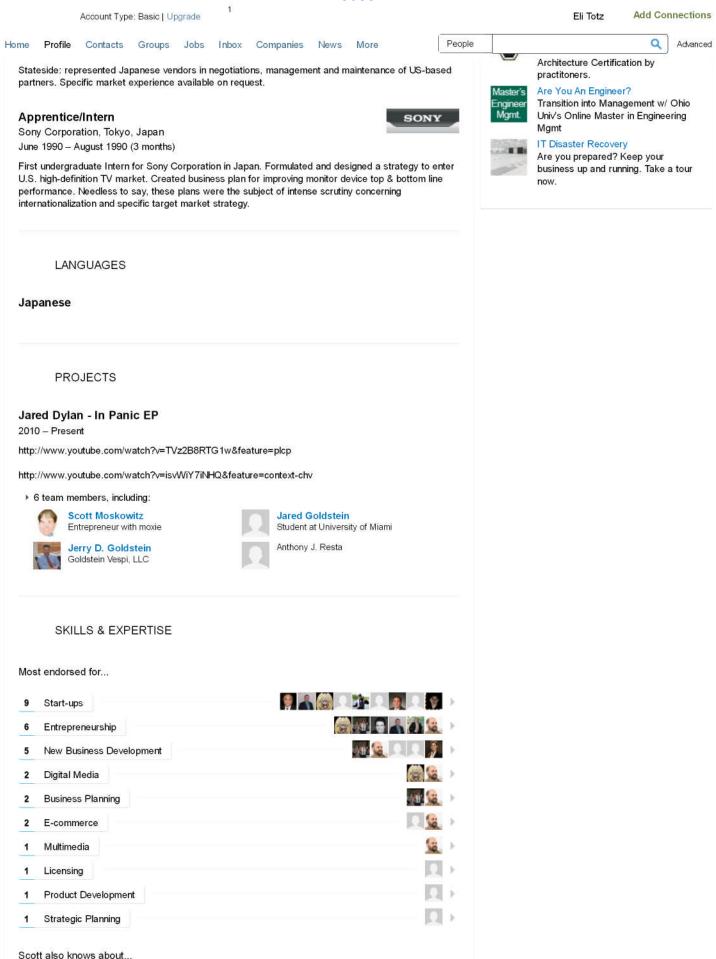
Graphic Design Professional



Entrepreneur in PRC

Robert Liu

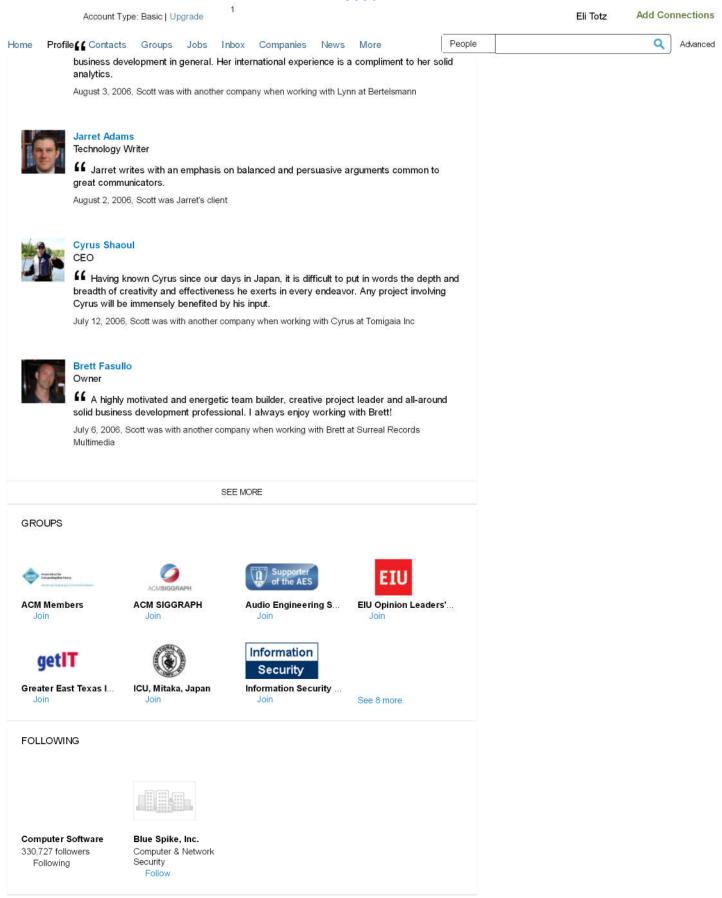
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Add Connections Eli Totz Account Type: Basic | Upgrade Q People Advanced Profile Contacts Groups Jobs Inbox Companies News More SEO Social Media Mobile Research Online Marketing Negotiation See 11+ **EDUCATION** University of Pennsylvania Baccalavrei Artivm, Political Science, Oriental Studies - Japanese 1986 - 1991 University of Pennsylvania - The Wharton School BSE/BA, Finance, Political Science & Japanese 1986 - 1991 Activities and Societies: ZBT International Christian University 1989 - 1990 Obirin College, Machida, Japan Japanese Business & Dociety Program 1988 - 1988 Activities and Societies: Introduction to Japanese Society and homestay. ADDITIONAL INFO Interests Space & time (yours & mine) ... see my photographs on Flickr at > http://www.flickr.com/photos /digitalshaman/ ... become a fan of "Terra the Blue Marble" on Facebook Advice for Contacting Scott e-mail is best with some specifics of the reason for your inquiry. HONORS & AWARDS Series 7 & 63 (1987) Mortgage Broker License (FL) (2006-2010) Mortgage Brokerage Business License (FL) (2009-2010) **ORGANIZATIONS** Senior Member - IEEE, ACM, SPIE RECOMMENDATIONS Given (4)

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